



ESPA

Business Development Internship_ German Speakers(CISBDD1607)

[Apply here](#)

Start date

September 2020

Duration

6 or 12 months

Languages

Fluent in German

Good spoken and written English levels are required (B2 onwards)

Location

Belfast, Northern Ireland

Belfast is the capital city of Northern Ireland and over recent years has seen a period of significant regeneration and growth. The birthplace of the [Titanic](#), this vibrant city has a buzzing nightlife and social scene with many cultural events taking place throughout the year. Close to beautiful countryside including [10 Game of Thrones filming locations](#) and the famous [Giant's Causeway](#), Belfast has something to suit all tastes.

Are you eligible?

Are you a registered student?

Or

Are you eligible to participate in the Erasmus+ programme?

Benefits

See website for details of all ESPA benefits. For all internships over 6 months, additional benefits will be paid. Details available at interview.

Role

This is a unique opportunity for an enthusiastic and client focussed individual to be part of an exciting journey with this ambitious host company. Mentored throughout, you will assist in the identification and development of German businesses, for the Senior Team to offer their bespoke Innovation services to. Having already onboarded several German businesses you will play a key role in growing the marketplace to its full potential. This is also a great chance to learn about innovation, patents, intellectual property, and other professional services, invaluable to your future business aspirations.

Tasks

- Learn in depth about the innovation services provided by the host company
- Using metrics provided identify companies mainly in Germany which could benefit
- Using marketing collateral and bespoke techniques build a pipeline of interested prospects
- Set up meetings for the Senior Team to present to interested companies
- Deal with all potential clients in a timely and professional manner
- Ensuring 100% customer satisfaction
- Attend events throughout Europe to obtain and maintain customer relationships

Desired Skills

- Studying for a degree in Business, Marketing, Market Research or similar
- Excellent communication skills
- Commercially aware to hit targets and achieve success
- Confident and proactive
- IT literate
- Strong time management and organizational skills
- Project management skills
- Ability and flexibility to travel and work outside regular working hours

The Host Company

This host is an ambitious, new but rapidly growing venture capital company with a proven business model it is now taking to new markets. Led by two of Northern Ireland's leading entrepreneurs with successful business interests, they offer a bespoke, innovative business model to help companies access a variety of support services. These including R&D tax credits and tax efficient ways in which to operate, as well as offering advice on patents and intellectual property. They have a passion for developing the potential in people that want to be future leaders in business on a global scale. So, if you want more from your career and want to be part of a unique entrepreneurial journey, then this opportunity is for you!